

Maryland's information technology industry thrives on a concentrated and collaborative environment spurring innovative communities in cybersecurity, information technology, interactive technologies and communications. A strong network of research and education resources and a highly educated and talented workforce stimulate myriad opportunities for new and expanding businesses. Maryland's 11,440 information technology businesses are annually awarded \$9.92 billion in federal contracts and generate \$37.79 billion in economic activity, making it one of the nation's leaders and a major economic engine for the state.

Major Information Technology Employers in Maryland

Employer	Employment	Product / Service
Northrop Grumman	9,790	Electronic systems
Verizon	8,290	Telecommunications
Booz Allen Hamilton	7,910	IT services, systems engineering
Lockheed Martin	7,500	Aerospace and electronics
Johns Hopkins University Applied Physics Laboratory	5,000	R&D systems engineering
Leidos	4,120	National security, health and engineering services
Comcast	4,000	Telecommunications
CSC	3,120	IT services, systems engineering
Westat	2,280	Contract research and surveys
BAE Systems	2,000	Defense electronics, aerospace

Note: Numbers are rounded.

Source: Maryland Department of Business and Economic Development, July 2014.

Selected Rankings

- Maryland ranks second in the percentage of professional and technical workers (27.7%) in the workforce.
- Maryland ranks third in the percentage of the population age 25 and above with a bachelor's degree or higher (37.4%) and second in the percentage with a graduate or professional degree (17.1%).
- Maryland ranks second in the Milken Institute's State Technology and Science Index for 2012.
- Maryland ranks fifth in the 2014 State New Economy Index a measure of a state's economy as knowledge-based, globalized, entrepreneurial, information technology-driven and innovation-based.
- Maryland ranks fourth in the concentration of technology jobs, which employ 86 of every 1,000 private sector workers in 2012.

Industry Snapshot – Information Technology in Maryland

- Employment (2013) – 128,370 private sector jobs (137,250 including public sector)
Leading subsectors:
 - Computer systems design and related services – 68,100 jobs
 - Research and development – 22,000 jobs
 - Telecommunications – 15,300 jobs
 - Computer and electronic product manufacturing – 6,400 jobs
- Business establishments (2013) – 11,440

- Total wages (2013) – \$13.80 billion
- Average salary (2013) – \$100,560
- Gross state product (2012) – \$37.79 billion
- Federal procurement (FY2013) – \$9.92 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

Employment by Occupation

Maryland Employment – May 2013

Selected Occupations	Employment	Location Quotient*	
		Index	Rank
Computer and information systems managers	9,430	1.55	4
Computer programmers	6,980	1.17	12
Software developers, applications	12,240	.99	14
Software developers, systems software	13,930	1.95	3
Computer network support specialists	6,220	1.97	1
Computer systems analysts	12,130	1.25	8
Network and computer systems administrators	11,230	1.62	3
Information security analysts	3,170	2.12	2
Computer occupations, all other	13,540	3.61	1
Electrical engineers	4,750	1.48	7
Electronics engineers, except computer	4,520	1.75	5
Electrical and electronic engineering technicians	3,670	1.36	8

* Location Quotient indicates concentration of the occupation in Maryland, with national average equal to 1.0.

Rank indicates Maryland's rank among the 50 states.

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

Assets & Resources

- **Aberdeen Proving Ground** – Army Research, Development and Testing Command; Army C4ISR (Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance).
- **Fort George G. Meade** – Home to the National Security Agency, Defense Information Systems Agency, and the U.S. Cyber Command.
- **Johns Hopkins University** – Ranks first in the nation in R&D expenditures (\$2.11 billion in FY2012) and leads research in networking, wireless, systems evaluation, and medical privacy.
- **Johns Hopkins University Applied Physics Laboratory** – Research center with expertise in science and technology, infocentric operations, and national security analysis.
- **National Institute of Standards and Technology** – Supports U.S. innovation through research, measurements, standards, business services, and other programs.
- **University of Maryland Baltimore County** – Ranks first in the nation as an “up and coming” university (U.S. News) and is home to the Center for Information Security and Assurance.
- **University of Maryland College Park** – Ranks third globally in nanotechnology-specific research and is a top universities in preparing cybersecurity professionals.

New & Expanding Businesses

- **Healthcare Interactive** (Howard County) – Plans to hire 30 sales staff and developers within the next four months. The healthcare data management company is responding to growing demand for its cloud-based services. (July 2014)

- **Dataprise** (Montgomery County) – Will expand its headquarters into more than 23,000 square feet and plans to hire 30 more employees. The IT services provider should complete construction and move into its new space by February 2015. (June 2014)
- **ScholarChip Card** (Baltimore County) – Will lease a 7,560-square-foot office and hire 30. The New York-based company that won a contract to provide high-tech ID cards to Baltimore County Public Schools is seeking similar contracts in the region. (June 2014)
- **KEYW** (Anne Arundel County) – Signed a lease for 90,000 square feet in a new building close to its Hanover headquarters, designed to support KEYW's Advanced Cyber Research and Training Center. The cyber security and geospatial intelligence company will also expand by an additional 15,000 square feet in its Severn facility to accommodate growth in sensor and micro-electronic development. (April 2014)
- **iWebGate Technology Limited** (Baltimore County) – Is opening an office at bwtech@UMBC in the beginning of April. The Australian cyber firm's CEO cited the area's strong talent pool and hopes to have 12 employees working from this office within eight months. (March 2014)
- **Convergence Technology Consulting** (Howard County) – Moved from Glen Burnie to an 8,000-square-foot office in Columbia to be close to other technology companies and its client base. The fast-growing cyber security company employs 65 and hopes to hire 20 to 30 employees by mid-2015. (March 2014)
- **Quality Software Services** (Howard County) – Looks to increase staff by 50 in Columbia. The information technology contractor is expanding as it takes on more work related to health care reform. (February 2014)
- **Edge Web Hosting** (Baltimore City) – Is expanding its operations and intends to add about 15 more workers over the next year. The web hosting firm will also take about 30 percent more space in its downtown location. (July 2013)
- **AirPatrol** (Howard County) – Will relocate its headquarters from Columbia to Maple Lawn and expand, almost doubling its current space. The cybersecurity firm that focuses on wireless and mobile systems previously announced its plans to hire 20 people by the end of this year. (July 2013)
- **ClearEdge IT Solutions** (Howard County) – is adding 25 software engineers and cloud computing experts to its staff of 75 by the fall. The woman-owned tech company in Jessup is ramping up to compete for more and larger defense contracts. (April 2013)

Programs & Incentives

- **Maryland Venture Fund** – State funded seed and early-stage equity fund.
- **Maryland Industrial Partnerships** – Accelerates commercialization of technology by jointly funding collaborative R&D projects between companies and University System of Maryland faculty.
- **Maryland Technology Development Corporation** – Facilitates technology transfer from academic and federal labs into the private sector with seed funding, technical assistance and entrepreneurial support programs.
- **Research & Development Tax Credit** – Credit for R&D expenses for certified businesses.
- **Cybersecurity Investment Incentive Tax Credit** – Refundable tax credit for investment in a qualified cybersecurity company.

Contact for assistance:

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